

Message Text

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50

ACTION EA-14

INFO OCT-01 ISO-00 AID-20 CIAE-00 COME-00 EB-11 FRB-03

INR-11 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 SP-03

CIEP-03 LAB-06 SIL-01 OMB-01 SAM-01 SAJ-01 DODE-00

PM-07 H-03 L-03 NSC-07 PA-04 PRS-01 SS-20 USIA-15

MC-02 DRC-01 NSCE-00 /159 W
----- 023922

R 260742Z SEP 74

FM AMCONSUL HONG KONG

TO SECSTATE WASHDC 2359

INFO USLO PEKING

C O N F I D E N T I A L HONG KONG 10691

E.O. 11652: GDS

TAGS: PINT, CH

SUBJECT: FOREIGN TRADE LINE

1. CONGENOFF (MCCALL) WAS GIVEN UNSOLICITED, UNENCOURAGED, STRONG PITCH ON CHINA'S NEED FOR IMPORTS WHEN HE VISITED THE INDUSTRIAL EXHIBIT IN SHANGHAI SEPTEMBER 22. A CADRE WHO MET AND ESCORTED HIM THROUGH THE EXHIBIT VIRTUALLY SPOKE OF NOTHING ELSE, AND BEGAN HIS REMARKS WITH THE STATEMENT THAT "WHILE CHINA WILL CONTINUE ITS POLICY OF SELF RELIANCE, NONETHELESS CHINA NEEDS FOREIGN IMPORTS." INSPECTING EXHIBITED TRUCKS, THE CADRE SAID PRODUCTION WAS FAR SHORT OF CHINA'S NEED AND TRUCKS HAD TO BE IMPORTED. BRUSHING ASIDE COMPLIMENTS ON A COMPUTER, HE SAID CHINA NEEDS TO OBTAIN WESTERN TECHNOLOGY. ASKED ABOUT EXPORTS, HE REPLIED THAT CHINA WILL BE UNABLE TO MEET ITS OWN MACHINERY NEEDS "FOR A LONG TIME" AND MUST IMPORT.

2. WHEN PITCH SEEMED AT AN END, CONGENOFF REMARKED THAT AMERICAN TRADERS WOULD BE DELIGHTED TO HEAR SUCH ENCOURAGEMENT ABOUT CHINA'S DESIRE FOR TRADE. THIS PROMPTED THE CADRE TO GO BACK TO THE BEGINNING AND REPEAT AGAIN CHINA'S NEED AND
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DESIRE FOR FOREIGN IMPORTS.

3. COMMENT. PERHAPS USLO CAN PUT THIS EXPERIENCE INTO A MORE
CORRECT PERSPECTIVE, BUT IMPRESSION HERE IS THAT THE PITCH COULD
HAVE BEEN A SPECIAL EFFORT, POSSIBLY INTENDED TO COUNTER
SPECULATION THAT THE POLITICAL MOVEMENT WILL CURB CHINA'S
IMPORTS.
CROSS

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Message Attributes

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30 JUN 2005

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